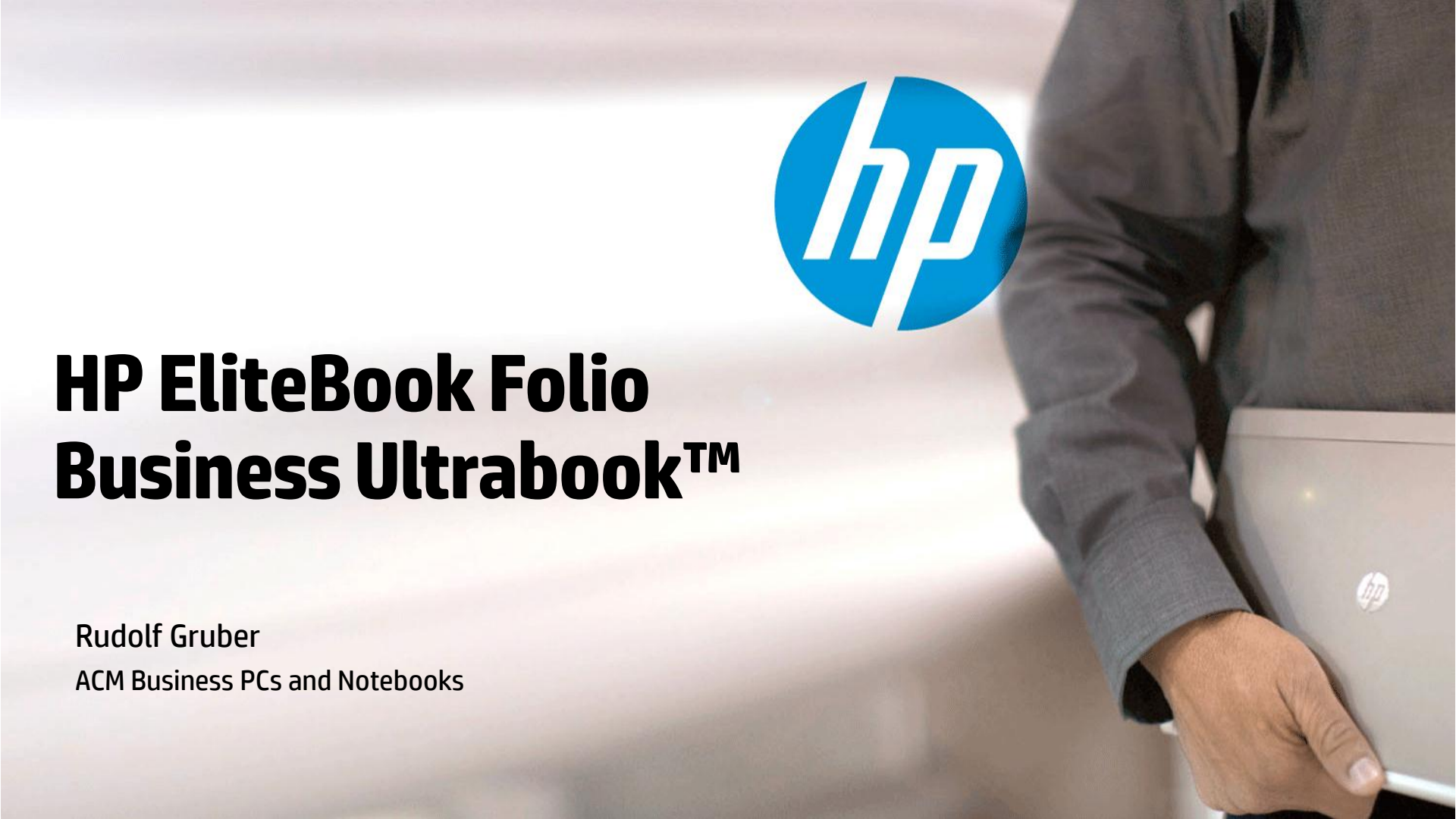

HP EliteBook Folio Business Ultrabook™

Rudolf Gruber
ACM Business PCs and Notebooks

The Consumerization of IT

Businesses are consumers too

- Rapid innovation in consumer devices
- Growth of knowledge-based, mobile workforce
- Generational and cultural changes in the workforce
- Increased reliance on web/cloud

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Consumerization is Driving the Ultrabook™ Trend

New class of devices that are:

- Ultra Thin
- Ultra Secure
- Ultra Responsive

To be classified as an Ultrabook™ in 2012, a notebook must meet specific guidelines:

- ❑ Processor – *Ultra low voltage*
- ❑ System Thinness – *18mm for <14.0", 21mm for 14.0"+; 2mm allowance for convertible tablet*
- ❑ Responsiveness Capabilities – *hibernate to keyboard input in < 7 seconds*
- ❑ Battery Life – *5hrs min*
- ❑ Connectivity – *Hi-Speed data transfer (i.e. USB 3.0), WiFi required*

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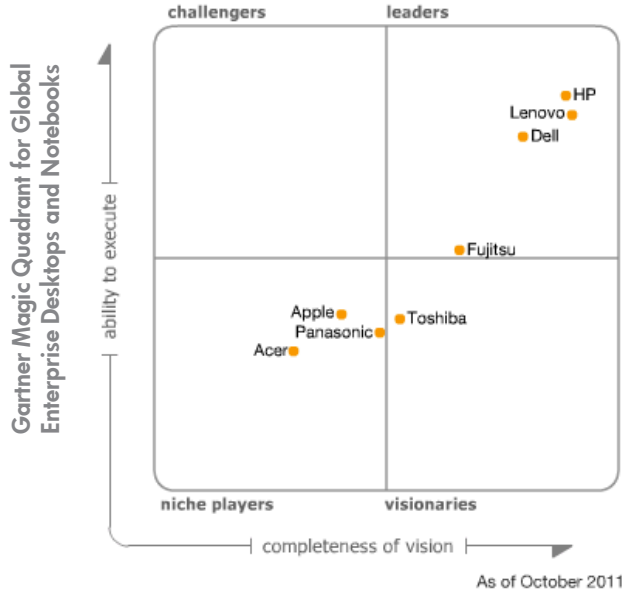
Today's UltraBook™ Devices Fall Short of Enterprise Requirements



Common RFQ Specs

- Docking
- Security
- Manageability
- Durability
- Long purchase cycle
- Stable/consistent
- Serviceable on-site
- 3+ year warranty

*"Global enterprise PC buyers have some unique requirements, which go beyond price to include platform stability, global account management, support, service capabilities and fast turnaround on warranty repairs."**

*Gartner Magic Quadrant Report, October 2011

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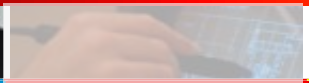
HP EliteBook Folio Target Segments

High — *Influence on the IT Decision Maker* — Low



	Executives	Vertical Specialists	Travelers	Knowledge Workers	Back Office	Field Technicians
Essence	*Sleek, thin, light*	*High performance, app compatibility*	*Mobility & remote connectivity*	*Trusted reliability*	*Access*	*Real-time data capture/access, durability*
Profile	Executive responsibilities while representing their company requires premium products.	App compatibility drives decisions. Their tools "deliver" mission critical client goods, and constant usage demands effective interface & design.	Client-facing workers are constantly on the road – and their tools must reflect credibility & performance.	Information-based professionals focused on deliverables that support client services and product delivery.	Administrative workers providing back office support for employees and customer support.	Client service, installation, and inspectors focused on site visits and reporting.
Business Role	*C-Level*	*Graphics & Engineering design*	*Sales, business development*	*Marketing, IT, legal*	*HR, accounting, call centers*	*Installers, maintenance, inspectors*

IT Decision Maker Mandatory Policy Requirements

- Security – authentication, protection
- Serviceability – warranty, replaceable parts
- Productivity – VGA port, docking
- Stability – managed lifecycle, stable and consistent image, Global Series
- Durability – metal casing, HP Total Test Process

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HP EliteBook Folio

The Ultimate Business Ultrabook™

+ 14” antiglare display
+ removable battery, extended battery option
+ full array of ports
+ integrated 4G WWAN
+ enterprise-class side mount docking station
+ point stick and touchpad
+ configurable memory
+ fully serviceable
+ stable, long-lifecycle, global availability
+ comprehensive security and manageability tools

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How thin is thin?

18.95mm

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Thin without compromises…

✓ typical bid spec

+ 14” display

+ enterprise level dock ✓

+ fully serviceable ✓

+ removable battery ✓

+ 8 to 20-hour battery life ✓

+ 4G integrated ✓

+ security ✓

+ common adapter

+ connect to display, projector … without a dongle

+1.75 mm

- smart card reader

- USB dock

- VGA dongle

- RJ 45dongle

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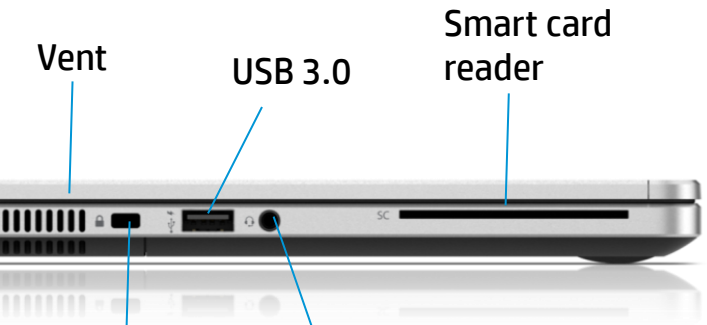
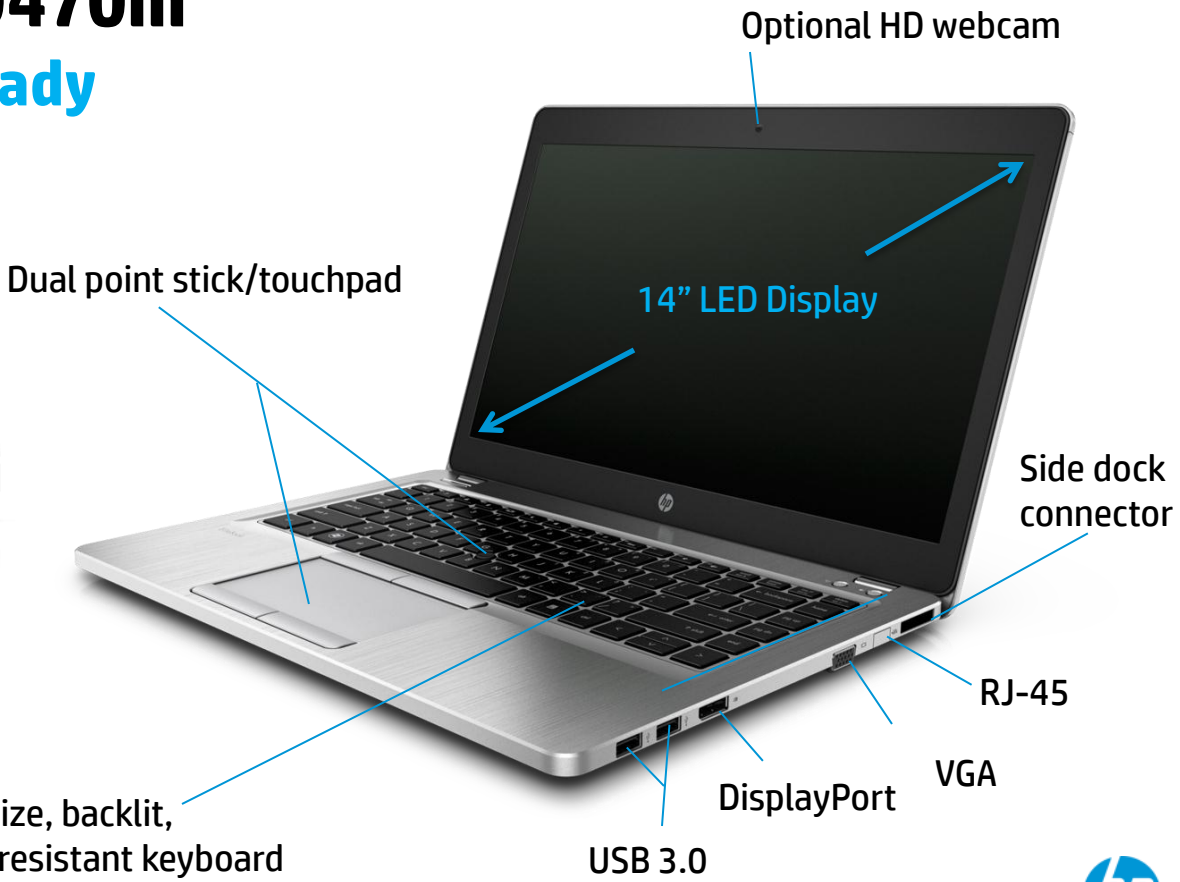
HP EliteBook Folio 9470m

HP's first enterprise-ready Ultrabook™





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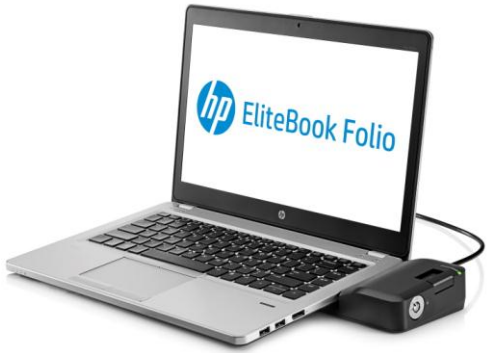
HP UltraSlim Docking Station

Ultrathin connectivity designed as sleek as your notebook



Product #
B9C87AA

Product Features and Benefits

- Designed exclusively for ultraslim HP EliteBook Notebooks
- Expands display, network, and device connectivity so you can be more productive throughout the day—all through a simple one-click slide-in side dock
- **Four USB 3.0** ports offer high-speed connectivity to the USB devices you use most. USB 3.0 reduces the time required for data transmission (vs. USB 2.0)[1], is backward compatible with USB 2.0, and is bi-directional
- **DisplayPort** and **VGA** ports deliver legacy and future compatibility with your choice of video devices and an **Ethernet/LAN** port keeps you online
- **Headphone** and **microphone** jacks support your multimedia and video conferencing requirements
- The optional **HP Docking Station Cable Lock** secures the connected notebook to the dock

[1] Your notebook, docking station, cable and monitor must all support USB 3.0 to benefit from the advanced speeds or features that this technology provides. If one of the devices does not support USB 3.0, the system will only support USB 2.0 functionality

HP Confidential

HP EliteBook Folio – Product Definition

Form Factor
- 1-spindle design, magnesium enclosure
- 0.75 × 13.31 x 9.09 in
- 18.95 × 338 × 231 mm HD
- Target starting at 3.6 lb / 1.63 kg

Processor/Chipset
- Intel Chief River platform
- 3rd Generation Intel Core i7, i5, and i3 dual-core ULV processors
- Mobile Intel QM77 chipset
- vPro support

Graphics
- UMA: Intel HD and HD+ Graphics 4000

Display
- 14.0" HD (1366x768) HD+ (1600x900) AG/SVA
- LVDS – flat/thin, LED backlit

Memory
- DDR3 PC3-12800 (1600 MHz)
- 2 SODIMM slots; up to 16 GB dual-channel memory (2 x 8 GB)

Primary Storage
- User-removable SATA hard drives (7.0mm, 2.5")
- 320/500 GB 7200 rpm HDD; 500 GB 7200rpm SED
- 180 GB SSD; 256 GB SED SSD
- HP 3D DriveGuard

Optical Drive
- External only

Audio
- HD Audio with SRS Premium Sound PRO
- Integrated dual-microphone array
- (2) Integrated stereo speakers

Communications
- No modem
- NIC: Intel 82579LM Gigabit Network Connection
- WLAN
  - Intel Centrino Advanced N 6205, 2x2 a/b/g/n (Taylor Peak), Intel Centrino Advanced N 6235, 2x2 a/b/g/n + BT 4.0 HS combo (Jackson Peak), Atheros 802.11 2x2 a/b/g/n + BT 4.0 HS combo (Miami), Broadcom 801.11 1x1 b/g/n + BT 4.0 HS combo (Valentine)
- WWAN
  - Gobi3000 HSPA/CDMA, (Warthog A-10) , Ericsson 5321 HSPA+ (TranSonic); GPS enabled, HP lt2522 LTE/EV-DO Mobile Broadband Module (Garter VZW) (US only)
- Supports WWAN After Market Option (TBD)

Expansion Slots
- SD/MMC media reader (supports SDHC, SDXC, MMC (MultiMedia Card), and MMC+)
- Intel 24 GB mSATA module (Intel Smart Response Technology)

Ports
- (3) USB 3.0 ports (two standard, one charging/high-power); DisplayPort 1.1a; RJ-45 (Ethernet); VGA; combo headphone/microphone; docking connector; slice battery connector, power connector

Input Devices/Camera
- Full-sized chiclet keyboard; spill-resistant design with drain
- Backlit keyboard
- Dual pointing devices (touchpad with scroll zone and pointstick)
- 720p HD Webcam (optional)
- Wireless on/off button, mute button on keyboard

Battery
- 52WHr polymer battery (4 cell)
- Secondary 60WHr slice battery support (6 cell)

Power
- 3-pin 45W Smart AC adapter
- HP Power Assistant

Security
- HP ProtectTools
- TPM 1.2 Embedded Security Chip
- Optional HP Fingerprint Sensor (plug)
- Integrated Smart Card Reader
- Security lock slot
- Full Volume Encryption
- Security screw for bottom access door

Operating Systems
- Preinstalled: Windows 7 Home Basic 32 (limited localizations), Windows 7 Home Premium 32/64, Windows 7 Professional 32/64, FreeDOS, Windows 8
- Supported: Windows 7 Enterprise 32/64, Windows 7 Ultimate 32/64, Windows XP Pro 32, Windows 7 Home Basic 64
- Certified: SUSE Linux Enterprise Desktop

Key Options
- Support for Ultrabook docking
- Slice battery
- 2/4/8 MB memory upgrade modules

Warranty
- Limited 1-year and 3-year warranty options available

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Thank you

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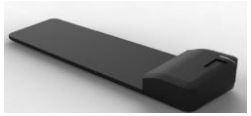
HP EliteBook Folio Eco-system

Keep Your Accessories Thin Like Your Sleek Notebook

HP Mobile USB DVD/RW
Powered by AC power or powered USB, the drive can read/write CD's and DVD formats.



HP Ultra-Thin Dock
Ideal expansion for HP Ultra-Thin notebooks.

HP LAN and USB Travel Hub
A compact USB/LAN hub designed to be ultra-portable

USB Graphics Adapter

HP USB Keyboard and Mouse Bundle
Everything you need to replicate the Desktop experience

Image TBD

HP Ultra-Thin Keyed Cable Lock

Image TBD

HP Extended Life Slice Battery

Display and Notebook Stands

HP Business Slim Top Load
Fits up to 14.1" x 0.73" (19mm)
Designed for the Slim Notebook

65 Watt Slim AC Adapter

HP Wireless Optical Mobile Mouse

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